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Report Highlights:

The food retail sector has been growing at about 14% a year and the HRI sector at 12%. The fledgling food processing sector has been growing at about 10% a year. U.S. products can be profitably sold in all three sectors because they are viewed by consumers as higher in quality and are preferred to other imports. Name recognition is high for U.S. products. It is very important when attempting to enter the Guatemalan market to select a local distributor in order to maximize sales and reduce problems.

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I. ECONOMIC SITUATION

A. Market Overview

Guatemala's economy had been growing at over 4% during the 90's until 1997. In 1998 the economy was hit hard by the effects of Hurricane Mitch and recovery has been slow. Although the present economic situation can no longer be attributed to the effects of the Mitch, the economy has not been able to maintain past growth rate. According to the general belief that, there is a lack of will by the present government to support private business. There has been minimum investment in recent years. The GOG is a populist government with lots of rhetoric and few results. Furthermore, the GOG has been involved in huge corruption scandals that have diminished the desire of the private sector to invest.

Other issues that have affected the economy are:

- Low international prices for sugar and coffee, which are major exports for Guatemala.
- Uncertainty created by the GOG constantly changing the rules affecting business, and creating a negative environment for investment. Many firms are taking a wait and see attitude before they invest in any form of production.
- High interest rates

Despite these negative factors, US agricultural exports to Guatemala have continued to grow during the last few years.

- Total US agricultural exports grew from \$237 million in 1997 to \$300 million in 2001
- Bulk commodities had varied little during 1997-2001, but this year they are up 42% as of June of 2002. This is a result of higher prices, and not higher volumes.
- Intermediate agricultural products grew from \$82.5 million in 1997 to \$97.4 in 2001, and are up 10% as of June of 2002.
- Consumer-oriented products increased from \$53.2 in 1997 to \$102 million in 2001, and is up only 2% as of June of 2002.

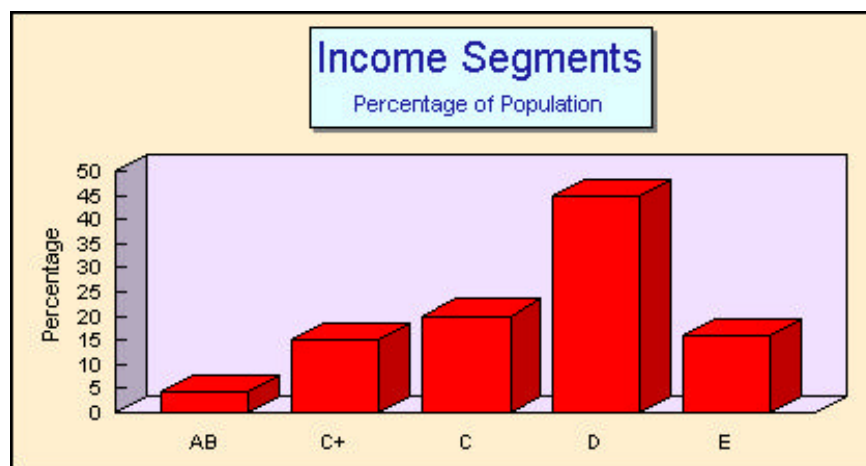
It is important for US firms considering exporting to Guatemala to understand that the market conditions are strongly affected by income distribution and there is a major difference between the interior of the country and Guatemala City.

Income distribution is concentrated in the upper class, with 63% of income in the hands of the top 20% of the population. The polarity in income distribution determines a particular pattern of consumption, where the majority of the population consumes merely for subsistence. Therefore, luxury goods can only be targeted to a significant small portion of society. However, U.S. food products are very

competitively priced and are sought out by both high income and middle income consumers. Many U.S. food products are cheaper than domestically produced products. Examples are grains, poultry, dairy and pork.

Percentage of income allocated to food purchases:

- Rural 46.9%
- Urban 31.6%
- Interior of Country 37.1%
- Metropolitan Area 28.2%
- Per Capita Income in Guatemala City is 265% over Interior of Country



- AB - is the top 4% of the population that can afford anything, only difference between A and B is that A's own their own planes, they are the jet setters.
- C+ - is the upscale middle class that can afford most food products, they tend to be professionals with family incomes over \$3500 a month.
- C - this is the general middle class that must watch how they spend their income, they have some savings ability but very little.
- D - this is the lower class that is just surviving. They are subsistence buyers, and can only afford the basics.
- E - this group eats when it can, it has no purchasing power and is below poverty.

B. Demographics

Guatemala's population is estimated at 12 million. Population growth has averaged 2.7% during each of the last four years. The breakdown of the population follows the pattern of an underdeveloped country. More than 50% of the population is less than 24 years of age, and 45% of the population is less than 14 years of age.

Internal migration toward Guatemala City has been constant in the last decade. The population of Guatemala City with its surrounding seven cities totals 2,082,376 inhabitants and represents 19.3% of the total population. The difference in population density between Guatemala City and the rest of the country is highly significant because it has determined the dynamics of economic and social growth of the nation. The department of Guatemala has a density of 1,212.9 inhabitants per square kilometer. The second most dense department, Sacatepequez, only reaches 557.6 inhabitants per square kilometer. The rest of the departments are below 350 inhabitants per square kilometer. Under this framework, it is easy to understand why most economic activity in the country revolves around the metropolitan area. Guatemala city and its surroundings offer the biggest concentrated market in the country with an accessible infrastructure. However, this development has created a wealth of opportunities outside this area, as they have been historically neglected. Presently, there is a marketing trend toward the interior of the country. Decentralizing has become the call of the day. Many firms are opening subsidiaries in the interior to try to capitalize on this movement. At present, there are about 38 internal cities with populations above 100,000 inhabitants.

C. Market Size

Guatemala in 2001:

- Total food expenditures of more than \$3 billion.
- Total consumer-oriented and edible fisheries' market estimated at \$1 billion.
- Total agricultural imports were \$689 million.
- US share of total agricultural imports was 43%.
- Total consumer-ready imports were \$412 million
- US share of consumer-ready imports was 25%

Guatemala's economy is the largest in Central America with a GDP of over \$19 billion.

D. Advantages and Challenges

Advantages	Challenges
Of the 12 million Guatemalans only one half million are in a position to afford any imported goods, and an additional 4 million can afford competitive US food products.	The economic condition of the country limits imports, especially the constant weakening of the local currency.
Guatemalans view U.S. products as of higher quality and safer than national products.	There is a lack of brand awareness among importers, retailers and especially consumers.
The expanding retail industry, and the growing demand for new and better products by consumers, create an exceptional opportunity for new imported goods.	Some imports cost much more than nationally produced products, and purchasing power for many consumers is lacking.
Importers generally favor trading with U.S. exporters because of reliability.	Imports must go through a complicated bureaucratic process, and there are high tariffs and quotas on various items.
The growing food processing industry is looking for new and better food ingredients.	Limited infrastructure and distribution, especially on perishable products.
Effective market promotion can overcome price sensitivity, and retailers are open to this and will readily participate.	Regional competition is strong, especially from Mexico, El Salvador and Chile.

II. DOING BUSINESS IN GUATEMALA

A. Business Customs

Most business conducted in Guatemala is based on personal relationships. Business executives and government officials place great importance on personal contacts with suppliers. U.S. suppliers should be prepared to have a local representative or distributor and personally travel to Guatemala. U.S. business persons often are surprised at the accessibility to key decision-makers and the openness and frankness of local buyers.

Sales, service and support rank high in the minds of Guatemalan buyers. U.S. firms, more than other foreign firms, generally have a reputation for providing good service and support. U.S. firms interested in penetrating the Guatemalan market should make a commitment to offer excellent service support to their buyers, agents or distributors. This commitment should be made clear. Poor or mediocre service often results in lower sales. The Guatemalan business community is comparatively small and word travels fast about local and foreign firms that offer poor service support.

B. Consumer Taste

Guatemalan consumers are accustomed to U.S. products, and they have grown up with them. Many Guatemalans have traveled to the U.S. and have been introduced to American food products. U.S. products are viewed by consumers as higher quality and are preferred to other imports. More than 50% of all Guatemalan imports come from the U.S. Culturally speaking, Guatemalans have adopted much of the U.S. culture such as music, sports, fashion and fast food.

Guatemalans have also followed the trend in the U.S. towards more convenience and demand for these type of products has grown in the last few years, and the trend is expected to continue.

C. Food Standards & Regulations

The Division of Registration and Control of Medicines and Foodstuffs of the Ministry of Health, hereafter referred to as Food Control is the main authority for food products legally imported or manufactured in Guatemala. The Health Code which regulates Food Control was established in 1979 by Government Decree # 45-79. Title II Chapter Two of the Health Code refers to food products. Food Control, under authority of Ministerial Decree 132-85, is responsible for upholding food product norms set by the Guatemalan Ministry of Economy's Commission of Standards (COGUANOR). This commission is governed by the Executive Advisory Committee which is made up of representatives from the Ministry of Health, Ministry of Economy, Ministry of Labor, School of Engineers and Chambers of Agriculture, Industry and Commerce.

In addition, all imported foods of animal or vegetable origin, including grains for further processing, must comply with the following requirements: present a Phytosanitary or Zoosanitary certificate, a certificate of origin, a certificate of free sale, import license and a commercial invoice. All of these requirements are controlled by the Unit of Norms and Regulations from the Ministry of Agriculture, Livestock and Food.

There are many specifications, rules, legislation and other requirements regulating food products. These requirements are quite complicated and often subject to different interpretations. However, there is a considerable lack of resources in Food Control to effectively enforce the Health Code. Currently, many products are sold with the exact same label as in the U.S. This trend is changing and more importing companies are complying with the law in anticipation of stricter enforcement by the Ministry of Health. For additional information read this office's FAIRS Report 2002 at www.fas.usda.gov/scripts/attacherep/default.asp.

Product Registration is required for all packaged food products in Guatemala. Food Control at the Ministry of Health is responsible for all registrations. Food Control issues a registration number after a laboratory test has been performed on the product. This registration number is valid for five years and takes six weeks to obtain. In addition to the laboratory analysis done on the product at the time of registration, the law requires inspections at the point of entry, wholesale and retail level for the wholesomeness of the product. There is no environmental legislation that affects the importation of food products. The cost of registration and analysis of a product is about \$100 U.S. Dollars.

Labeling requirements are set by COGUANOR'S labeling standard #34039. It sets 40 requirements with respect to the appearance of the label, what information should be on the label and that it is written in Spanish. However, importers negotiated with COGUANOR and reached an agreement for a stick-on label to be used with the following information written in Spanish:

1. Product definition/description
2. Name of the product(*This should be the official name as noted on the U.S. Certificate of free sale*)
3. Physical characteristics, Including ingredients (This has to be a qualitative composition, which was indicated in the back of the registration form). If this information is in English, please translate literally.
4. Net weight/volume
5. List of ingredients and additives and the percentage of total for each
6. Name, address and telephone number of the Guatemalan distributor
7. Food Control registration number (D.G.S.S.-D.R.C.A. _____) --*Sanitary license; obtained at a Center of Sanitation; the original license has to be presented. Cost for each product is about Q630.*
8. An expiration date
9. If applicable "Keep Frozen"
10. If applicable "Form of Preparation"

The import procedure for products of animal or vegetable origin is an inspection by the "ventanilla unica" from the Unit of Norms and Regulations of the Ministry of Agriculture. The documents required are: Phytosanitary or Zoosanitary certificate, commercial invoice, import license, a certificate of origin and certificate of free sale. In order for the regulating entity to extend an import licence, they first request an original Phytosanitary or Zoosanitary certificate. Whether the imported product is transported by air, land or sea, inspectors from OIRSA (The Inspection Entity from the Ministry of Agriculture) will be on sight to reassure that the paper work is properly completed. Then, inspectors often perform an ocular inspection of the imported products in order to release them from customs. Packaged foods are regulated by the Office of Food Control at the Ministry of Health. The procedure is similar to the one at the Ministry of Agriculture with the difference that the sanitary certificates are extended by the LUCAM which is the laboratory in charge of sanitary inspection.

Tariff Rate Quotas

PRODUCT	QUOTA (MT)	TARIFF	TARIFF (OUTSIDE QUOTA)
Beef, fresh, refrigerated and frozen.	1595	0%	30%
Apples	9,100	12%	25%
Wheat Flour	78,000	2%	4%
Yellow Corn	550,000	5%	35%
Rice	43,744		
Milled	644	16.2%	32.4%
Paddy	40,500	0%	32.4%
Puffed	2,600	0%	32.4%

The TRQ for beef is suspended for 2002 and there is no quota assignment this year nor is there an import license required. Instead of the TRQ, imported beef pays a 15% tariff, and the importation is open with no limit. However, the GOG reserves the right to implement the TRQ if the need arises. Wheat flour in quota duty was suspended recently for the rest of the year to try to offset the increase in international prices, since bread is a major staple.

D. Entry Strategy

About half of all firms selling into the Guatemalan market do so by means of an agent or distributor. The rest sell directly to Guatemalan buyers. Generally speaking, the more pre-sales marketing and after-sales support that the product requires, the more important it is to have a local agent or distributor. Because of the small size of the market, very few companies can purchase full containers at a time, here is where a distributor can help, by providing the added distribution channels to maximize exports.

To sell directly to Guatemalan firms, U.S. firms will need to build a relationship with the buyers, as explained in business customs, as well as travel to Guatemala at least twice, before expecting a sale. Many firms in Guatemala are now looking to buy direct, they feel they can save money if they can by pass the agent. There are enough large buyers to justify attempting direct sales, and the FAS office can provide US firms with possible contacts. The more credit flexibility the US firm has the easier it will be to reach a sale. It is customary to require advance payment or letters of credit on the first few purchases, but once a relationship is established, US firms should be prepared to offer credit terms.

III. MARKET SECTORS

A. Retail Market

The supermarket sector has been growing tremendously in Guatemala. In 1995 there were only 68 units in Guatemala and by 2001 there were 134. Furthermore, in 1995 all supermarkets were in Guatemala City, now there is national coverage. During the period of 1998-2001 a total of 30 supermarket units were opened in the interior of the country. The effect of this build up has been apparent in the increase of retail sales, from \$126 million in 1995 to more than \$450 million in 2001. This increase is due to the increase in urbanization, growing middle class, two income families and the need for convenience packaged foods. In that same short period, supermarkets' share of food sales has gone from 15% to 34% of total food sales, slowly picking away at wet market sales. Overall, consumer-oriented goods account for 34% of all U.S. agricultural exports to Guatemala. For additional information regarding this sector read this office's Retail Report at www.fas.usda.gov/scriptsw/attacherep/default.asp.



B. Hotels, Restaurants and Institutions

This sector is valued at over \$400 million and annual growth has been averaging 12-14% during the last six years. Tourism has increased from 563,478 visitors in 1995 to 823,640 in 2001. In 1995, income from tourism totaled \$238.8 million and in 2001 it totaled \$388.3 million, an increase of 63%. Room availability has also increase from under 12,000 in 1995 to over 15,500 in 2001. This sector offers tremendous opportunity for high value products. There are many US franchises that are in need of raw materials, and they can't always fulfill their needs will local product. Besides, some of the franchise agreements require US raw materials as part of the contract. The following is a list of franchises operating in Guatemala:

- Subway Wendy's Burger King

- | | | | |
|---|----------------|--------------|----------------|
| • | Taco Bell | Cajun Grill | McDonalds |
| • | Dominoes Pizza | Pizza Hut | Schlotzsky's |
| • | Papa John's | TGIF'S | Little Ceasars |
| • | Jimmy Johns | Chili's | Pizza Inn |
| • | Westin | Holiday Inn | Ramada |
| • | Radisson | Best Western | Marriott |

Institutional sales in Guatemala are probably the most difficult of all sales. The procurement process is very difficult and very bureaucratic. (Development of good contacts on the inside is still the best way to make the sale.) Also, the repayment delay is usually from 90 to 120 days and sometimes even longer. This market should be approached with the use of a distributor that is already supplying institutions and is very familiar with the process.

C. Food Processing

Compared to the developed markets, the food processing sector is very small and young. Yet, the food processing sector has grown at an average rate of 12% a year over the last five years. In 1995 total market size of this sector was \$222.3 million and by 2000 it totaled \$392.7 million. This sector offers opportunity for U.S. exporters to supply these plants with quality raw materials. The companies that can supply raw materials and ingredients to the following sectors are in the best position to supply this market:

- Meat Processing
- Fruits and Vegetables
- Dairy
- Bakery
- Edible Oils
- Snack Foods
- Beverages

U.S. products such as beef, pork, wheat, soybeans, vegetables as well as other food items can easily be introduced to improve the quality of the goods being processed in the above-mentioned sectors. Many of these plants already use U.S. raw materials, however, there is still plenty of opportunity. This market sector is expected to continue to grow at about 12% a year.

Intermediate agricultural product export have grown from \$82.5 million in 1997 to \$97.5 million in 2001. Furthermore, they are up 10% to June of 2002. This sector offers the best potential, as

companies look to improve quality in order to compete global. With the up coming Free Trade Agreement (CAFTA), many Guatemalan firms are looking at the US for raw materials in preparation of export opportunities that may arise from the free trade agreement. This sector also offers great opportunities for US firms interested in joint ventures.

IV. BEST PROSPECTS

BEST PROSPECTS TABLE

Product/Sector	Total Imports *	Imports from U.S.*	U.S. Market Share	Projected Growth
Meat	\$26.80	\$11.10	41%	10%
Cheese	\$9.80	\$2.30	23%	10%
Forest Products	\$12.00	\$4.90	41%	9%
Processed Fruits & Veg.	\$32.40	\$16.4	51%	12%
Poultry	\$27.70	\$27.70	100%	15%
Snack Foods	\$33.40	\$7.80	23%	6%
Dairy	\$58.80	\$5.80	10%	7%
Fruit	\$17.20	\$8.80	51%	10%

* Millions of \$US

V. POST INFORMATION

If you have any question or comments regarding this report or need assistance exporting to Guatemala, please contact the U.S. Agricultural Affairs Office at the following address:

Office of Agricultural Affairs
Avenida Reforma 7-01, Zona 10
Guatemala, Ciudad 01010
Tel: (502) 332-4030
Fax: (502) 331-8293
email: AgGuatemala@fas.usda.gov

For more information on exporting U.S. agricultural products to other countries, please visit the Foreign Agricultural Service home page: <http://www.fas.usda.gov>

VI. LIST OF MAJOR REGULATORY AGENCIES

Name: M.V. Fernando Arceyuz
Title: Jefe
Institution: Departamento de Regulaciones y Control de Alimentos
Address: 11 Avenida "A" 11-57, Zona 7. Finca La Verbena, Guatemala
Telefax: (502) 471-9958, 440-9500

Name: Licda. Celestina de Palma
Title: Director
Institution: Dirección General de Regulación, Vigilancia y Control de la Salud
(Health Services General Office, Ministry of Public Health)
Address: 6 Avenida 3-45, Zona 11, 3 Nivel, Escuela de Enfermería, Guatemala
Tel/Fax: (502) 475-2121

Name: Licda. Ebenora de Bonatte
Title: Directora
Institution: Laboratorio Unificado de Control de Alimentos y Medicament (LUCAM)
Address: Km. 22 Carretera al Pacífico, Bárcenas, Villa Nueva, Guatemala
Tel/Fax: (502) 631-2017/18

Name: Dr. Pablo Giron
Title: Director Phyto/Zoosanitary
Institution: Unidad de Normas y Regulaciones/Ministerio de Agricultura
Address: 7 Avenida 3-67 Zona 13, Guatemala City, Guatemala
Telephone: (502) 475-3058
Fax: (502) 475-3058

Name: Ing. Marcio A. Ibarra M..
Title: Supervisor SEPA-SITC
Institution: Organismo Internacional Regional de Sanidad Agropecuaria
Address: 15 Avenida 4-16 Zona 13, Guatemala City, Guatemala
Telephone: (502) 334-1411
Fax: (502) 334-0646

Name: Edvin Barrientos
Title: Minister
Institution: Ministry of Agriculture, Livestock and Food
Address: 7 Avenida 3-67 Zona 13, Guatemala City, Guatemala
Telephone: (502) 332-4756 / 362-4758
Fax: (502) 332-8302

Name: Lic. Carlos Illescas
Title: Director
Institution: Registro de la Propiedad Industrial
Address: 5 Calle 4-33, Zona 1, Edificio Plaza Rabi, Oficina 701
Guatemala City, Guatemala
Telephone: (502) 230-1822 / 230-1693 to 5
Fax: (502) 230-1694

Name: Ing. Hector Herrera
Title: Jefe de Normas
Institution: Comision Guatemalteca de Normas (COGUANOR)
Address: 8 Avenida 10-43, Zona 1, Guatemala City, Guatemala
Telephone: (502) 253-3547 / 251-7593
Fax: (502) 253-3547

Name: Licda. Lucia Dubón
Title: Relaciones Públicas
Institution: Ministry of Public Health
Address: 6 Avenida 3-45, Zona 11, 3 Nivel, Escuela de Enfermería
Guatemala, Guatemala 01011
Telephone: (502) 475-2121 ext. 131
Fax: (502) 475-3787

Name: Licda. Patricia Ramirez
Title: Registrador
Institution: Valuables and Merchandise Registry (From the Ministry of Economy)
Address: 6 Avenida 10-43 Zona 1, Guatemala City, Guatemala
Telephone: (502) 221-4988, Ext. 236
Fax: (502) 232-9388

Name: Licda. Maura de Muralles
Institution: Ventanilla Unica para Inversiones
Address: 8 Avenida 10-43 Zona 1, Guatemala City, Guatemala
Telephone: (502) 253-9640
Fax: (502) 251-5055

VII. APPENDIX

A. Demographics

POPULATION	TOTAL 2001 (Estimated)	GROWTH RATE
TOTAL POPULATION	12 Million	2.7%
URBAN POPULATION	4.7 Million	3.2%
SIZE OF THE MIDDLE CLASS	3.8 Million	1.6%

NUMBER OF MAJOR METROPOLITAN AREAS	38 ¹
PER CAPITA GROSS DOMESTIC PRODUCT (GDP)	\$1639.8
PER CAPITA GDP URBAN	\$2631
PER CAPITA GDP RURAL	\$991
PER CAPITA FOOD EXPENDITURES	\$265
UNEMPLOYMENT RATE	5.9% ²
PERCENT OF FEMALE POPULATION EMPLOYED	27.4%
EXCHANGE RATE (SEP. 2002)	\$1.00=Q7.84

Source: The Ministry of Economy

1/ These are cities with more than 100,000 inhabitants.

2/ This is the official Rate, but underemployment is estimated to be 46%.

B. Consumer-Ready & Edible Fisheries Product Imports

Guatemala Imports	Imports Millions 1998	from the of U.S. 1999	world Dollars 2000	Imports Millions 1998	from the of U.S. 1999	U.S. Dollars 2000	U.S. 1998	Market Percent 1999	Share 2000
CONSUMER-ORIENTED AGRICULTURAL TOTAL	344	338	371	101	105	85	29%	31%	23%
Snack Foods (Excl. Nuts)	31	27	33	3	4	5	11%	15%	15%
Breakfast Cereals & Pancake Mix	14	15	16	2	2	2	14%	13%	13%
Red Meats, Fresh/Chilled/Frozen	12	12	15	5	7	6	42%	58%	47%
Red Meats, Prepared/Preserved	10	10	12	5	6	7	47%	60%	58%
Poultry Meat	13	12	12	15	12	11	95%	100%	92%
Dairy Products (Excl. Cheese)	56	52	58	4	3	4	7%	6%	7%
Cheese	7	7	7	2	2	2	31%	29%	29%

Eggs & Products	2	2	2	1	1	1	32%	50%	50%
Fresh Fruit	14	14	19	9	9	11	69%	64%	58%
Fresh Vegetables	2	3	2	1	1	1	33%	33%	50%
Processed Fruit & Vegetables	23	26	24	7	8	8	30%	31%	33%
Fruit & Vegetable Juices	15	18	17	4	5	4	25%	28%	24%
Tree Nuts	1	1	1	1	1	1	93%	100%	100%
Wine & Beer	3	4	3	1	1	1	17%	25%	33%
Nursery Products & Cut Flowers	2	3	3	1	1	1	10%	33%	33%
Pet Foods (Dog & Cat Food)	3	3	4	3	3	4	98%	100%	100%
Other Consumer-Oriented Products	135	131	141	41	41	19	30%	31%	14%
FISH & SEAFOOD PRODUCTS	6	6	7	1	1	2	17%	17%	21%
Salmon	1	0	0	0	0	0	33%	50%	73%
Surimi	1	0	0	0	0	0	83%	100%	98 %
Crustaceans	1	1	2	0	0	1	46%	47%	46%
Groundfish & Flatfish	1	1	0	0	0	0	17%	29%	26%
Molluscs	1	0	0	0	0	0	53%	75%	89%
Other Fishery Products	5	4	5	1	1	1	10%	8 %	7%
AG. PRODUCTS TOTAL	600	619	615	262	275	215	44%	44%	35%
AG. FISH & FOREST TOTAL	616	635	623	266	279	217	43%	44%	35%

SOURCE: UNITED NATIONS TRADE DATA

C. Top 15 Suppliers of Consumer-Ready & Edible Fisheries**Consumer-Oriented Total (Thousands \$US)**

	1998	1999	2000
United States	100,592	104,882	85,213
El Salvador	74,763	65,721	80,344
Mexico	28,472	42,182	68,462
Costa Rica	45,541	42,573	51,358
Honduras	15,289	17,383	19,124
Chile	9,633	12,772	10,841
New Zealand	14,008	10,742	10,425
Nicaragua	7,049	3,871	7,707
Canada	5,409	5,885	5,700
Panama	3,875	4,361	5,014
Netherlands	5,182	3,052	2,619
Spain	3,346	3,227	2,619
Argentina	3,074	1,856	1,823
United Kingdom	10,938	2,215	1,193
Australia	3,074	1,856	17
World	344,216	338,219	371,295

Edible Fishery (Thousands \$US)

	1998	1999	2000
Costa Rica	3,853	2,346	3,284
United States	1,072	1,209	1,522
El Salvador	116	320	676
Thailand	206	420	531
Colombia	57	60	350
Nicaragua	152	349	197
Chile	286	174	155
Spain	410	341	116
Mexico	48	42	78
Ecuador	51	63	28
Panama	35	66	19
Honduras	9	18	11
Taiwan	0	5	4
Netherlands	0	8	3
Hong Kong	27	4	1
World	6,492	5,525	6,988

SOURCE: UNITED NATIONS TRADE DATA

NOTE: EXPORTS FIGURES FOR 2001 ARE NOT AVAILABLE.